
FY19 HALF YEAR RESULTS

14 February 2019

aveatus
GROUP



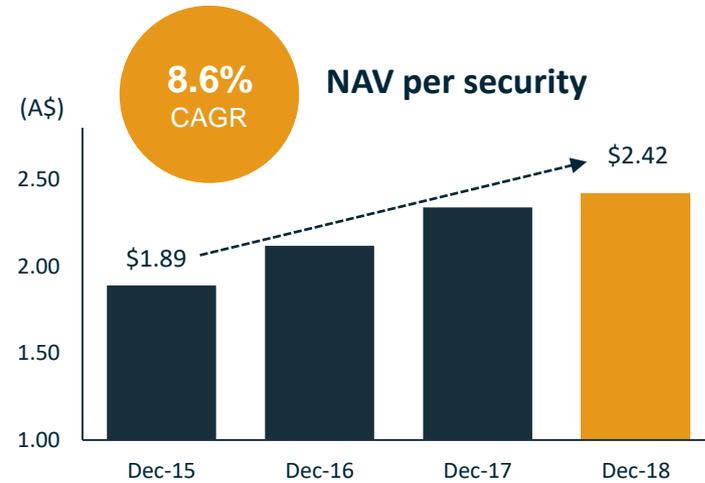
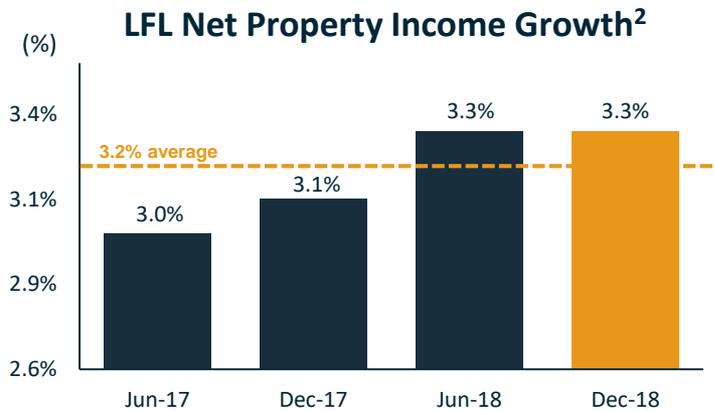
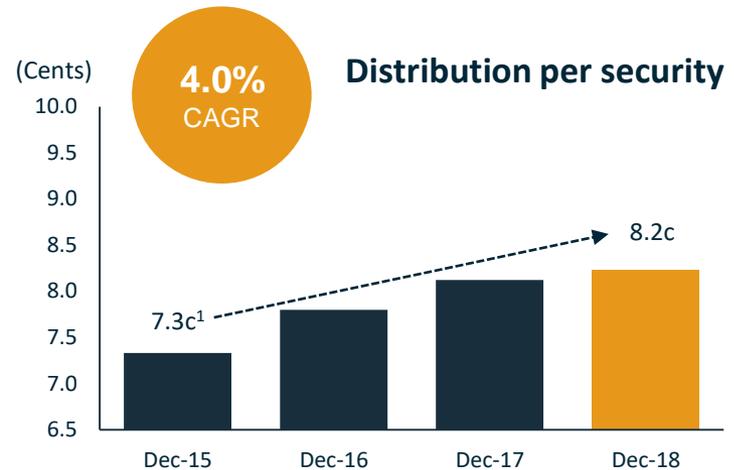
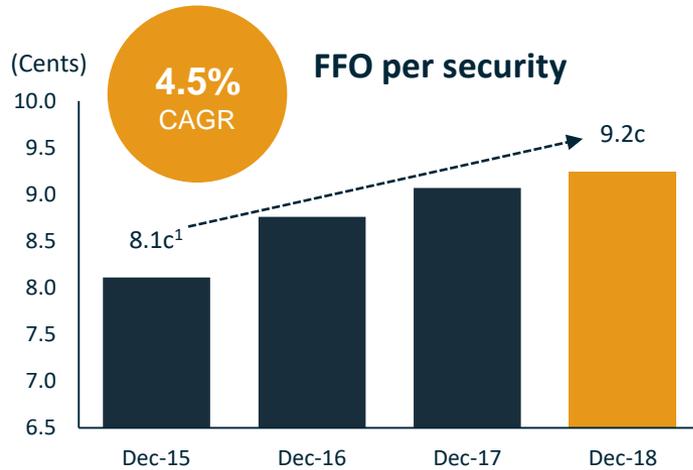
CRANBOURNE, MELBOURNE



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FINANCIAL GROWTH SINCE LISTING



1. Semi-annualised due to listing on 20 Oct 2015

2. Half year growth included as insufficient data prior to Jun 2017

DELIVERING ON STRATEGY

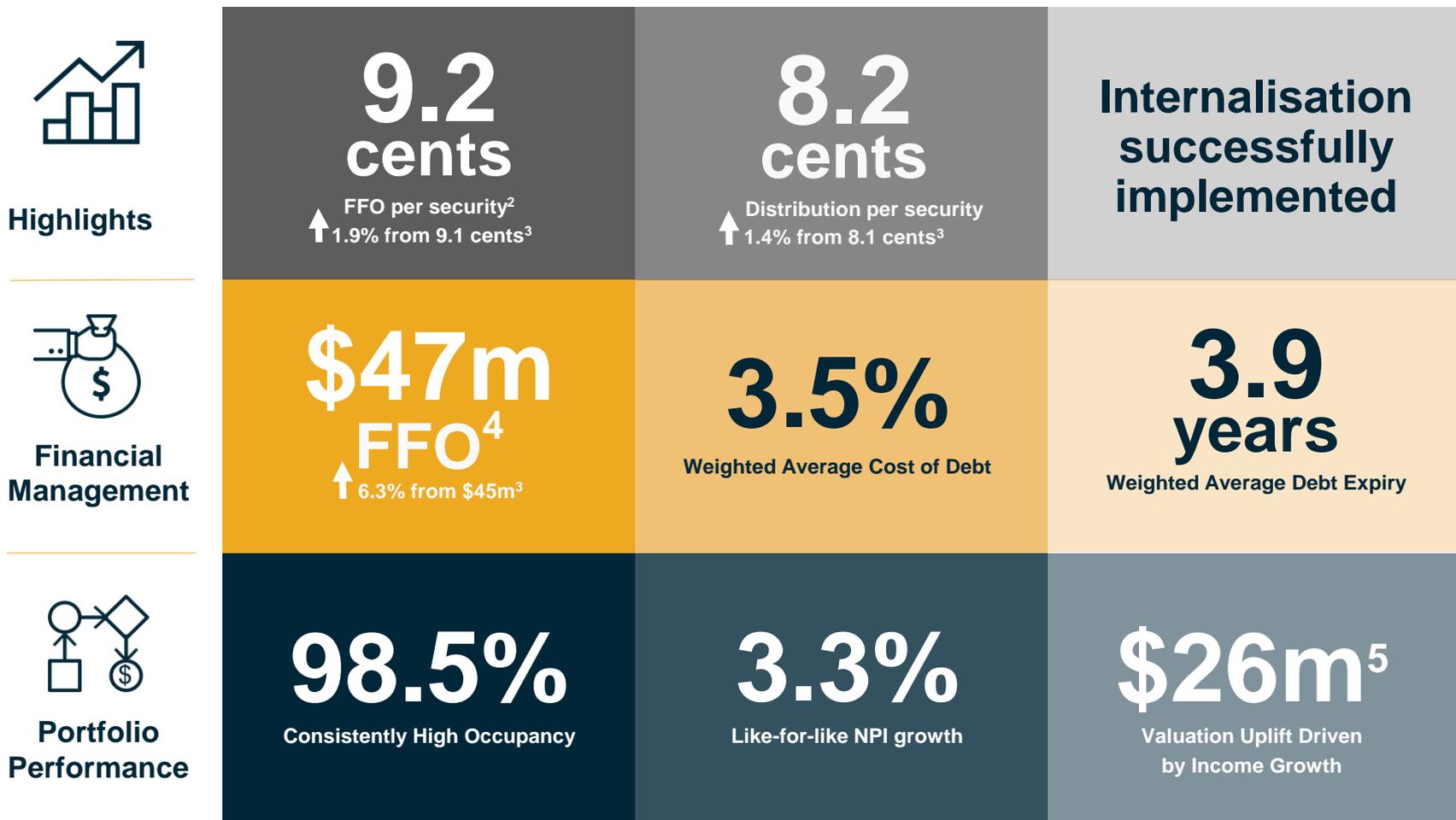
Aventus Group¹ continues to implement its four key growth initiatives to drive sustainable earnings growth and long term value creation

	Portfolio Management	Consolidation Opportunities	Development Pipeline	Potential Benefits from Planning Reforms
 <p style="writing-mode: vertical-rl; transform: rotate(180deg);">Initiative</p>	<p>Optimise and broaden the tenancy mix through proactive leasing, leveraging tenant relationships and delivering operational excellence</p>	<p>Selective acquisitions to enhance Aventus' portfolio and entrench Aventus as the largest pure-play large format retail ("LFR") landlord in Australia</p>	<p>Identify and deliver value enhancing development opportunities within the existing portfolio</p>	<p>Take advantage of regulatory reforms in zoning and planning regimes for the existing portfolio</p>
 <p style="writing-mode: vertical-rl; transform: rotate(180deg);">Focus and Outcomes</p>	<ul style="list-style-type: none"> > The portfolio continues to perform well with high occupancy, strong NPI growth and positive leasing spreads > Diversifying tenancy mix with more exposure to the Everyday-Needs category > Seeking to increase revenue through non-rent income 	<ul style="list-style-type: none"> > Aventus has increased market share from 18% to 22%² since listing in Oct 2015 with a portfolio value of \$1.9bn 	<ul style="list-style-type: none"> > Achieved practical completion on 4 projects during the half year with 2 active projects now underway > Added more than 16,000 sqm in GLA since listing in Oct 2015 	<ul style="list-style-type: none"> > Recent NSW government reforms provide more clarity on planning definitions and therefore additional flexibility of uses, following changes in VIC and WA in recent years that were positive for the LFR sector

1. "Aventus Group" will be referred to as "Aventus" throughout the presentation

2. For LFR centres larger than 25,000 sqm. Deep End Services; by GLA. Excluding the former Masters Home Improvement tenancies

PERFORMANCE DELIVERS ENHANCED RETURNS¹



1. All metrics as at 31 Dec 2018

2. Based on a weighted average number of securities of 512m over the six months ended 31 Dec 2018

3. For the six months ended 31 Dec 2017

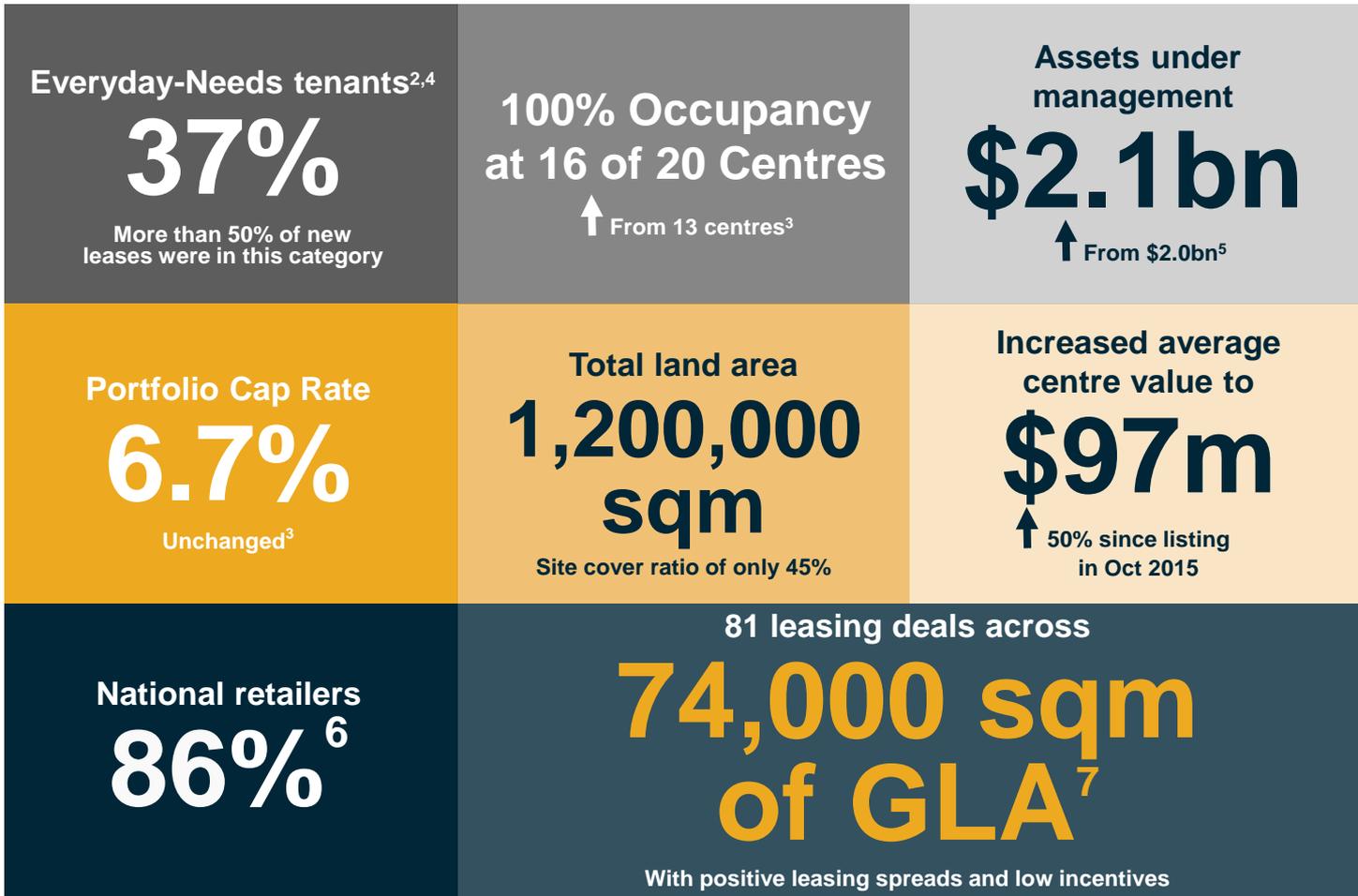
4. For the six months ended 31 Dec 2018

5. Net movement excludes capitalised expenditure and non-cash accounting adjustments over the 6 months to 31 Dec 2018



PORTFOLIO HIGHLIGHTS

PORTFOLIO MANAGEMENT DRIVES CONTINUED SOLID PERFORMANCE¹



1. All metrics as at 31 Dec 2018

2. Everyday-Needs tenants includes food & beverage, supermarkets, liquor & convenience, services, health & wellbeing, automotive, office supplies, discount variety, pets

3. As at 30 Jun 2018

4. By gross income

5. As at 30 Jun 2018, includes third party management of the centre known as Kotara North

6. By GLA

7. For the six months to 31 Dec 2018

LFR IS A SIGNIFICANT PART OF THE AUSTRALIAN RETAIL LANDSCAPE



Annual sales by LFR tenants
account for more than

\$80 bn¹



25%
of all retail sales in Australia¹



30%
of all retail floor space¹ across
approximately 175 LFR centres²

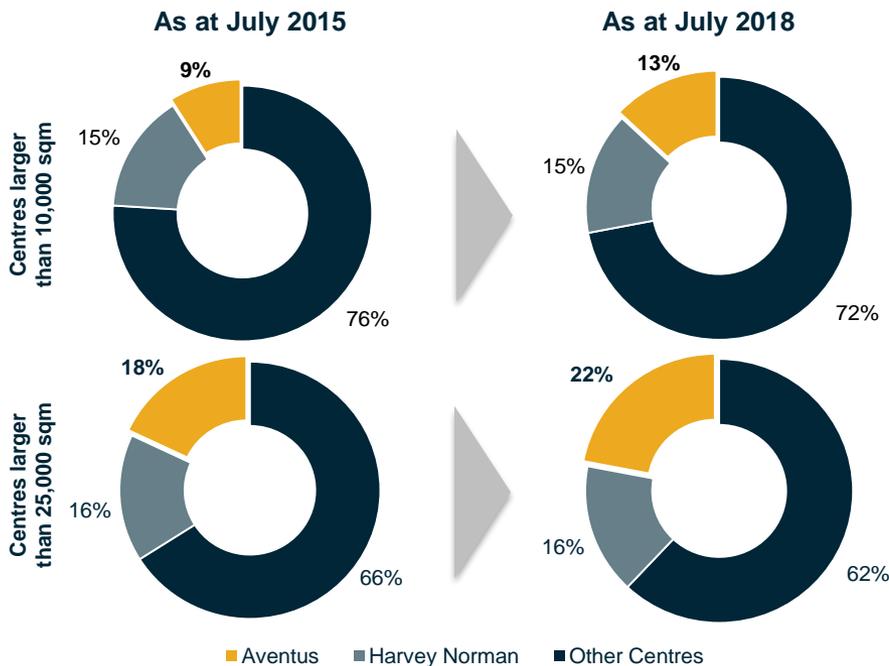
1. Large Format Retail Association (LFRA) as at 30 Jun 2018

2. Deep End Services, Savills. Multi-tenanted centres larger than 10,000 sqm. Excluding the former Masters Home Improvement tenancies

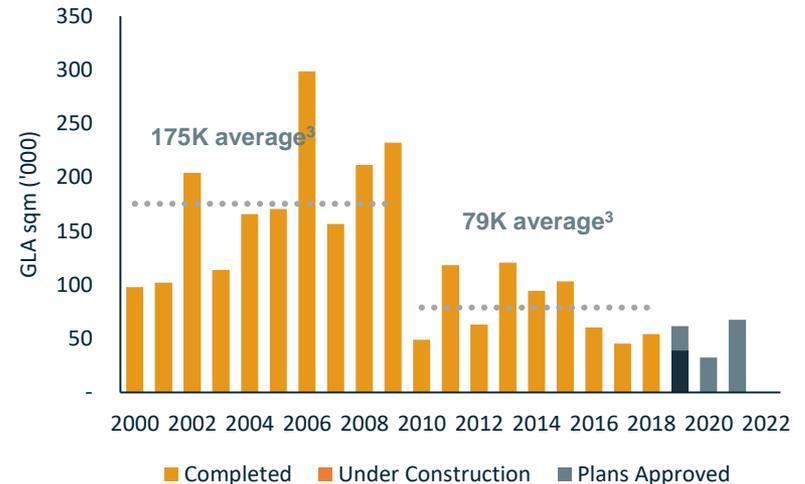
AVENTUS' GROWTH IN MARKET SHARE

- Aventus has a market leading share of LFR centres larger than 25,000 sqm of GLA and has increased market share from 18% to 22%¹ in 3 years
- Average centre value is now \$97m, up 50% since listing in Oct 2015. Average GLA per centre is now 27,000 sqm offering a broader tenancy mix of more than 29 tenants per centre on average
- Most centres outside of Aventus are held in smaller portfolios or single-centre ownership, with limited institutional ownership, providing an opportunity for Aventus to continue to grow through consolidation in the medium to long term
- Limited supply of new LFR centres in the last 8 years with continued low supply forecasted

Australian LFR centre ownership¹



Low supply of LFR centres²



1. Deep End Services; by GLA. Excluding the former Masters Home Improvement tenancies

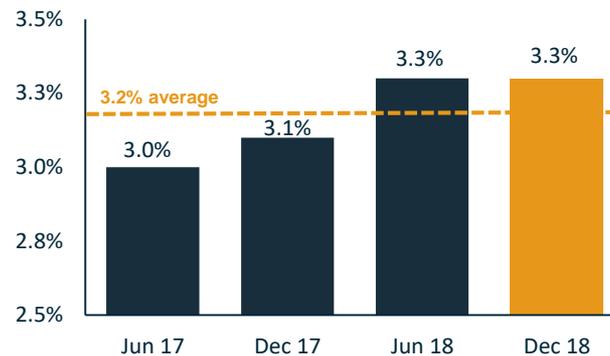
2. JLL Research, 4Q 2018

3. By GLA

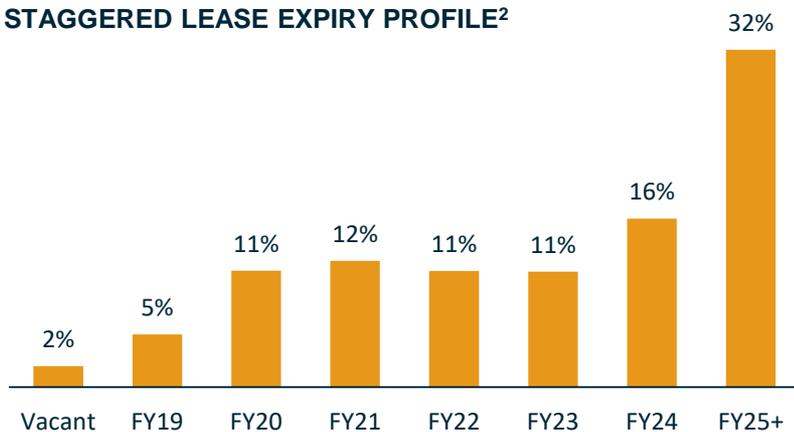
PROACTIVE LEASING DRIVES STRONG INCOME GROWTH

- > Achieved 3.3% like-for-like net property income (NPI) growth for calendar year 2018
- > 84% of leases have annual fixed (predominantly 3-5% p.a.) or CPI rent increases¹
- > Stable and staggered Weighted Average Lease Expiry (WALE) of 4.1 years¹

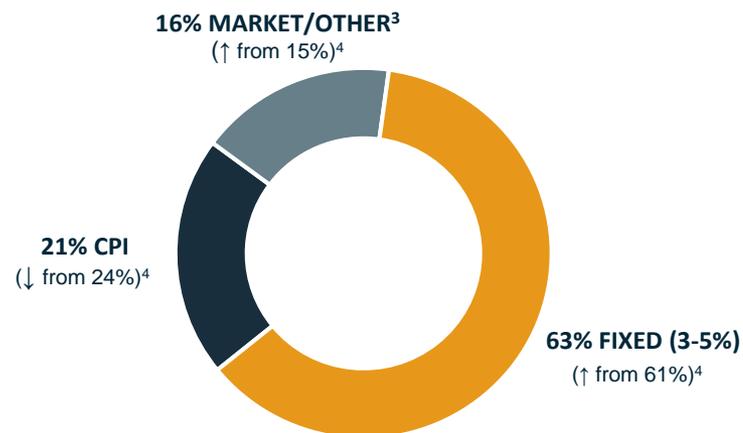
LFL NET PROPERTY INCOME GROWTH



STAGGERED LEASE EXPIRY PROFILE²



ANNUAL RENT INCREASES¹



1. As at 31 Dec 2018. By gross rent

2. As at 31 Dec 2018. Holdover tenancies as at 31 Dec 2018 treated as FY19 expiries and by GLA

3. Includes market reviews, options, expiries, holdovers and vacancies

4. Compared to 30 Jun 2018

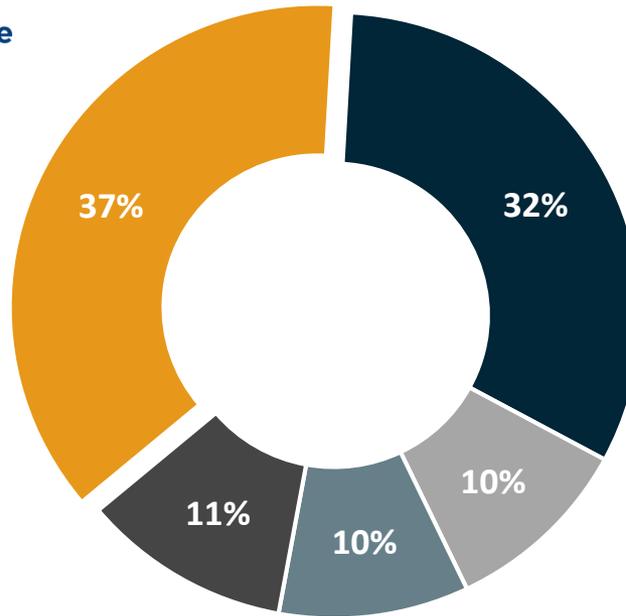
GROWING EXPOSURE TO EVERYDAY-NEEDS CATEGORY¹

- > 273 Everyday-Needs tenants contribute 37% of gross income
- > Over 50% of new leases were from the Everyday-Needs category

Everyday-Needs (37%)²



Homewares (11%)



Hardware and Coverings (10%)³



Furniture and Bedding (32%)



Electrical (10%)



1. Percentages based on gross income

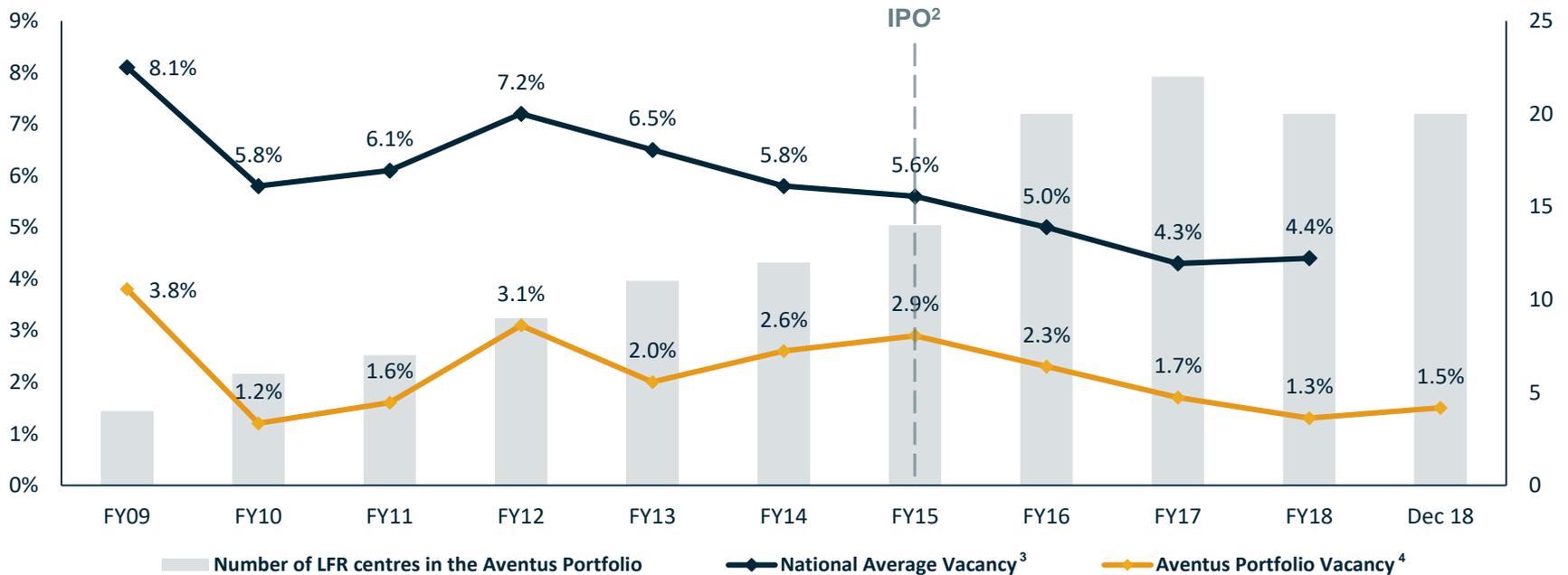
2. Everyday-Needs tenants includes food & beverage, supermarkets, liquor & convenience, services, health & wellbeing, automotive, office supplies, discount variety, pets

3. Includes garden

CONSISTENTLY HIGH OCCUPANCY AND AFFORDABLE RENTS

- High occupancy of 98.5% achieved, including centres under development
- Positive leasing spreads and low incentives maintained
- Minimal holdover rate of 1%¹
- Large format retail rental levels are substantially more affordable relative to other retail subsectors

RENT BENCHMARKS BETWEEN RETAIL SUBSECTORS⁵



1. Excluding centres under development

2. IPO at Oct 2015 based on Jun 2015 metrics

3. Source: Deep End Services (multi-tenanted centres larger than 10,000 sqm. Excluding the former Masters Home Improvement tenancies); by GLA

4. Historical metrics exclude centres prior to acquisition by Aventus

5. Source: JLL Research. Reflects specialty rents for all sub-sectors except Large Format Retail. Rents as at 4Q18

INCOME GROWTH DRIVES VALUATION INCREASES

\$26m¹

Valuation uplift in the past 6 months

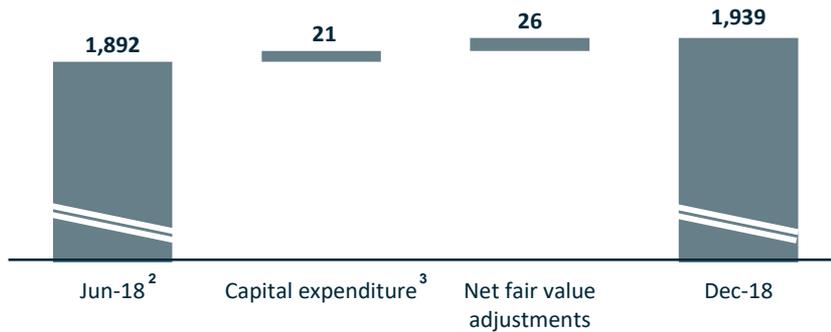
6.7%

Weighted average cap rate as at 31 Dec 2018

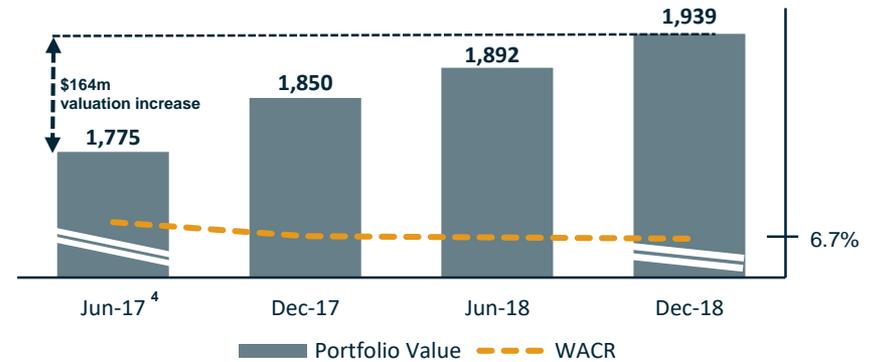
\$164m

Valuation uplift over the past 18 months with stable cap rates

Capital Growth (\$m)



Valuation Increase (\$m)



1. Net movement excludes capitalised expenditure and non-cash accounting adjustments over the 6 months to 31 Dec 2018

2. Portfolio valuation includes rental guarantees

3. Capitalised expenditure represents development and maintenance capex, capitalised leasing costs and capitalised interest on developments

4. Includes acquisitions of Castle Hill and Marsden Park which settled on 3 Jul 2017 and excludes divestments of Shepparton and Tweed centres which sold in Dec 2017 and Feb 2018 respectively for comparison purposes

GROWTH THROUGH DEVELOPMENT

\$14m

Development Spend
1H19

>\$35m

FY19 Pipeline
of Key Projects

>16,000_{sqm}

GLA added Since
Listing in Oct 2015

>35,000_{sqm}

Repurposed Since
Listing in Oct 2015

4 Projects Delivered During 1H19

Cranbourne, Melbourne



Castle Hill, Sydney



Sunshine Coast, QLD



Bankstown, Sydney

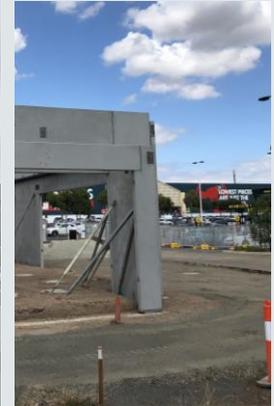


2 Projects Underway

Bankstown, Sydney



Cranbourne, Melbourne



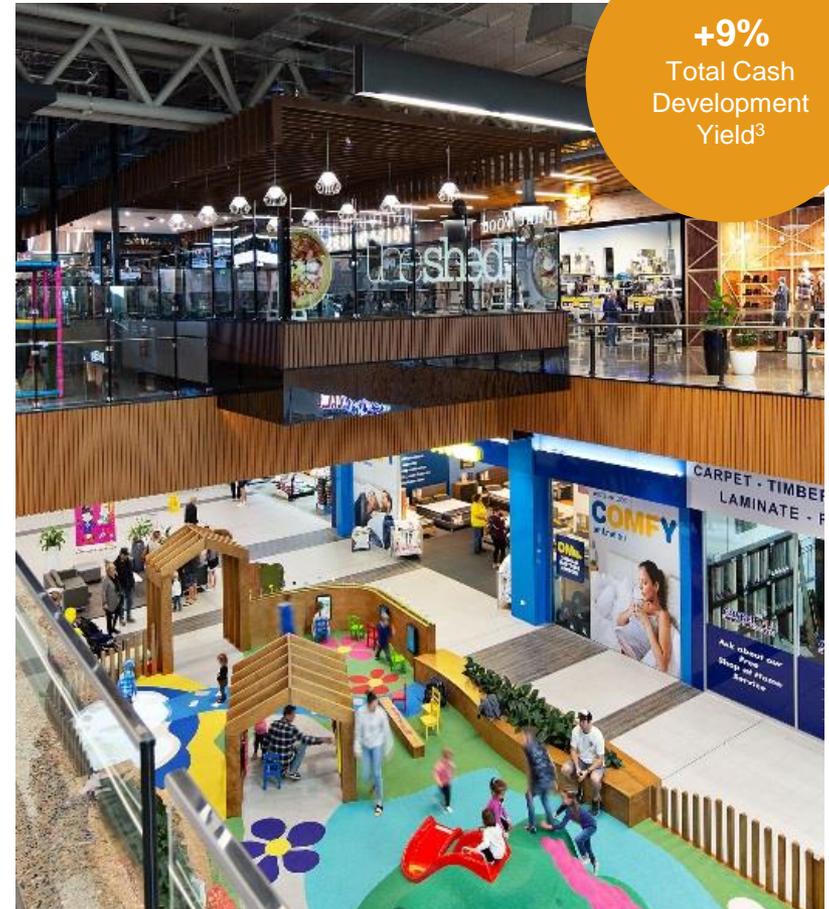
SUCCESSFUL REPOSITIONING OF TUGGERAH SUPER CENTRE

Property Outcomes	Acquisition	Dec 2018	
Valuation	\$41m	\$89m	↑
Value per square metre	\$1,450	\$2,213	↑
Cap Rate	7.25%	7.00%	↓
GLA (SQM)	28,441	38,575	↑
WALE (years; by income)	8.3	6.1	↓
WALE (excl. Bunnings)	4.8	5.2	↑
Number of tenancies	24	35	↑
National tenants ¹	81%	87%	↑
Site area (SQM)	72,000	127,000	↑
Average rent (\$/SQM)	\$141	\$212	↑
Weighted average rent review ²	2.7%	3.2%	↑

23 New Retailers

36% increase in GLA

100% Occupancy



+9% Total Cash Development Yield³

1. By GLA

2. Including CPI

3. Combined weighted average year 1 unlevered development yield, for projects completed since acquisition

TRANSFORMATION OF TUGGERAH

BEFORE



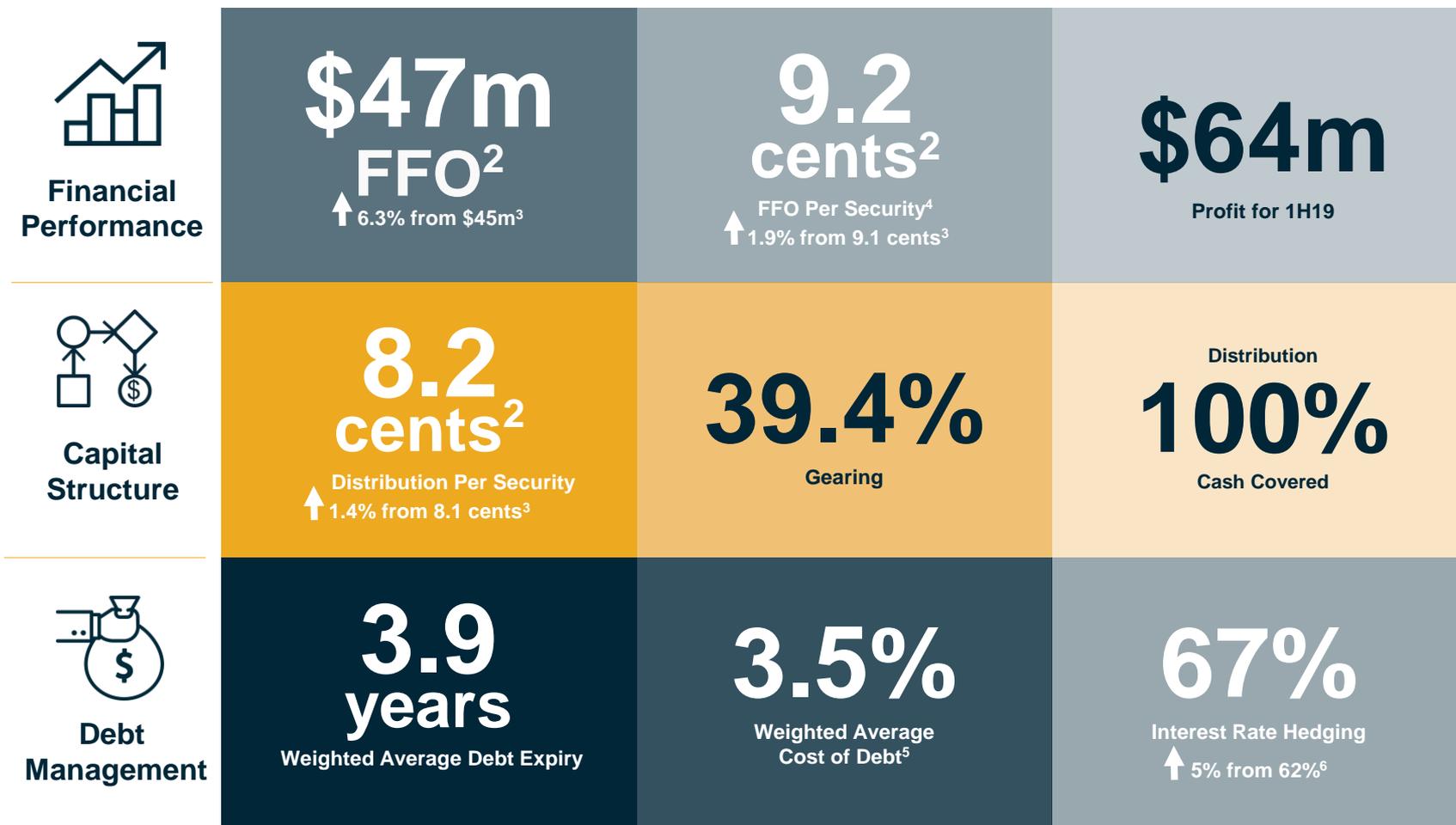
AFTER





FINANCIAL RESULTS

KEY FINANCIAL METRICS¹



1. All metrics as at 31 Dec 2018

2. For the six months ended 31 Dec 2018

3. For the six months ended 31 Dec 2017

4. Based on a weighted average number of securities of 512m over the six months ended 31 Dec 2018

5. Weighted average cost of debt is calculated based on historical finance costs, excluding debt establishment costs and net fair value gains/losses on interest rate swaps, for the 6 months ended 31 Dec 2018

6. As at 30 Jun 2018

INCOME STATEMENT

	1H19 \$M	1H18 \$M
Revenue	84	83
Net movement in fair value of investment properties	26	58
Property expenses	(18)	(21)
Finance costs	A (17)	(13)
Management fees	B (3)	(5)
Performance fees	-	(3)
Transaction costs	C (5)	(24)
Other expenses	(4)	(1)
Profit for the half year	64	75

Comments

- A** Increase in finance costs for 1H19 was driven by increased debt balance post the internalisation transaction. 1H19 finance costs also includes \$3m in mark-to-market losses on interest rate swaps (1H18: \$1m loss)
- B** \$3m of management fees represent pre-internalisation fees for the period 1 July 2018 to 30 September 2018. Post internalisation management and performance fees are eliminated on consolidation
- C** 1H19 transaction costs relate to the internalisation transaction. 1H18 transaction costs represent stamp duty on the acquisition of Castle Hill and Marsden Park

FUNDS FROM OPERATIONS (FFO)

	1H19 \$M	1H18 \$M
Profit for the half year	64	75
Straight-lining of rental income	(1)	(3)
Amortisation of rental guarantees	2	2
Amortisation of debt establishment costs	2	1
Net movement in fair value of investment properties	(26)	(58)
Net movement in fair value of derivative financial instruments	3	1
Transaction costs	5	24
Performance fees	-	3
Funds from operations (FFO)	47	45
Maintenance capex	(3)	(3)
Leasing costs	(2)	(2)
Adjusted FFO (AFFO)	43	39
FFO per security (cents)¹	9.2	9.1
Distribution per security (cents)¹	8.2	8.1
Payout ratio (% of FFO)	89%	90%

1. Based on a weighted average number of securities of 512m; (31 Dec 2017: 491m)

BALANCE SHEET

	Dec 18 \$M	Jun 18 \$M	MOVEMENT \$M
Assets			
Cash and cash equivalents	11	4	7
Investment properties ¹	A 1,939	1,892	47
Intangible assets	B 144	-	144
Other assets	5	5	-
Liabilities			
Borrowings	C (771)	(674)	(97)
Distribution payable	(22)	(20)	(2)
Other liabilities	(22)	(31)	9
Net assets	1,284	1,175	109
Securities on issue (million)	531	494	37
NTA per security (\$)	\$2.15	\$2.38	(\$0.23)
NAV per security (\$)	\$2.42	\$2.38	\$0.04

Comments

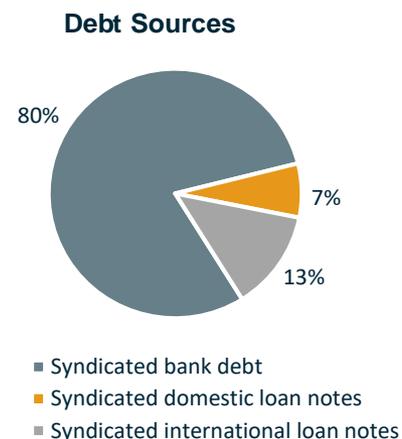
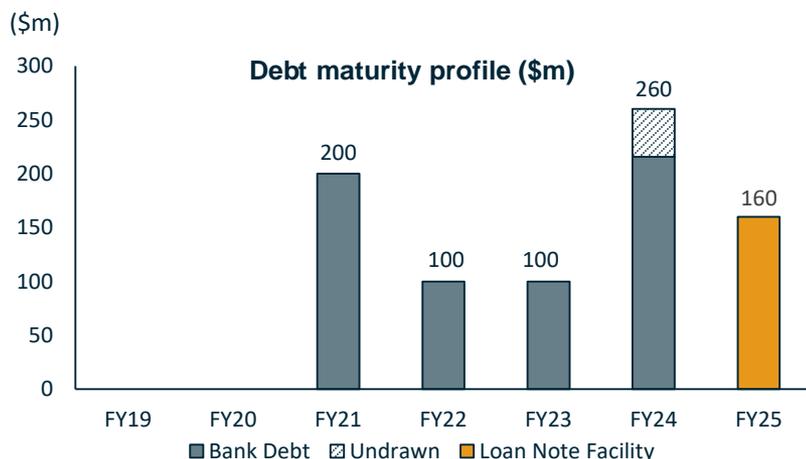
- A** Movement in investment properties during 1H19 includes \$26m in net fair value gains and \$21m of capital expenditure
- B** Intangible assets represent goodwill and management rights recognised on the acquisition of the Aventus Property Group as part of the internalisation transaction
- C** \$63m of the total increase in borrowings for 1H19 relates to funding of internalisation transaction

1. Investment properties as at 31 Dec 2018 includes \$4m of rental guarantees (30 Jun 2018: \$5m)

CAPITAL MANAGEMENT

- > No debt expiring before Oct 2020
- > Weighted average debt maturity is 3.9 years
- > Gearing within target range of 30% to 40%; and LVR within covenant of 55%
- > Strong serviceability with an ICR of 4.7x and a covenant of 2.0x
- > Increased hedging by \$100m to protect against interest rate volatility

KEY METRICS	Dec 18	Jun 18
Drawn debt (\$m)	\$775m	\$678m
Facility limit (\$m)	\$820m	\$800m
Cash and undrawn debt capacity (\$m)	\$55m	\$126m
Gearing ¹ (%)	39.4%	35.6%
Loan to value ratio ² (LVR) (%)	40.9%	36.0%
Interest coverage ratio ³ (ICR) (x)	4.7x	4.7x
Weighted average cost of debt ⁴ (%)	3.5%	3.3%
Weighted average debt maturity (years)	3.9	4.4 ⁵
Proportion of drawn debt hedged (%)	67%	62%
Weighted average hedge expiry (years)	3.0	2.5



1. The gearing ratio is calculated as total debt less cash and cash equivalents divided by total assets less cash and cash equivalents and intangible assets

2. The LVR ratio is calculated as total debt divided by the total fair value of investment properties. Fair value is calculated by reference to the most recent independent valuation for each property

3. ICR is calculated for the 12 months ended 31 Dec 18 and 31 Dec 17 respectively. ICR covenant is 2.0x

4. Weighted average cost of debt is calculated based on historical finance costs excluding debt establishment costs and net fair value gains / losses on interest rate swaps

5. Weighted average debt expiry at 30 Jun 2018 post refinancing activities is 4.4 years. Weighted average debt expiry at 30 Jun 2018 prior to refinancing activities is 3.3 years

OUTLOOK

- > The portfolio performed solidly during the period with organic income growth supplemented by the completion of development projects

- > The strategy remains to drive sustainable earnings from the portfolio through:
 - > Active diversification of the tenant base with a focus on increasing Everyday-Needs uses
 - > High occupancy and annual contracted rent increases to underpin future rental growth
 - > Continued re-investment into the portfolio to enhance shopper experience and capitalise on attractive development returns

- > The Board confirms the FY19 guidance for FFO per security of 18.4 cents



APPENDICES

PORTFOLIO METRICS

CENTRES	STATE	VALUATION DATE	CARRYING VALUE (\$M)	CAP RATE	OCCUPANCY ¹	WALE (YEARS) ²	NO. OF TENANCIES ³	GLA ('000 SQM) ³	SITE AREA ('000 SQM)	NATIONAL RETAILERS ¹	ZONING	DEV. POTENTIAL ⁴
Bankstown	NSW	Dec-18	63	6.75%	100%	4.5	23	17	40	89%	LFR	✓
Belrose	NSW	Dec-18	183	6.25%	100%	4.2	47	37	44	93%	LFR/Retail	✓
Caringbah ⁵	NSW	Dec-18	94	7.50%	100%	1.1	26	19	23	87%	LFR	✓
Castle Hill	NSW	Dec-18	353	5.50%	100%	3.5	77	52	60	84%	LFR/Retail	✓
Highlands	NSW	Dec-18	34	7.50%	100%	3.4	14	11	32	86%	LFR/Retail	✓
Kotara South	NSW	Dec-18	123	6.50%	99%	4.8	23	29	53	98%	LFR/Retail	✓
Marsden Park	NSW	Dec-18	101	6.00%	100%	5.0	32	20	40	81%	LFR	✗
McGraths Hill	NSW	Dec-18	43	7.00%	100%	3.9	9	16	38	98%	LFR	✗
Tuggerah	NSW	Dec-18	89	7.00%	100%	6.1	35	39	127	87%	LFR/Outlet	✓
Warners Bay	NSW	Dec-18	37	7.50%	98%	3.1	12	12	35	98%	LFR	✗
TOTAL NSW			1,119	6.32%	100%	3.9	298	253	493	90%		
Ballarat	VIC	Dec-18	41	7.50%	100%	4.5	15	20	52	93%	LFR	✓
Cranbourne	VIC	Dec-18	139	7.25%	100%	6.4	34	56	194	86%	LFR/Retail	✓
Epping	VIC	Dec-18	44	7.50%	100%	3.3	30	22	60	64%	Mixed Use	✓
Peninsula	VIC	Dec-18	86	7.25%	100%	3.2	30	33	85	91%	LFR/Retail	✓
TOTAL VIC			309	7.32%	100%	4.7	109	131	390	85%		
Jindalee	QLD	Dec-18	133	7.00%	100%	3.5	52	27	72	75%	Mixed Use	✓
Logan	QLD	Dec-18	93	7.00%	99%	4.2	30	27	27	90%	LFR	✓
Macgregor ⁵	QLD	Dec-18	22	7.00%	41%	4.8	9	12	29	17%	LFR	✓
Sunshine Coast	QLD	Dec-18	99	7.00%	100%	5.1	35	27	69	92%	LFR/Retail	✓
TOTAL QLD			346	7.00%	92%	4.2	126	93	197	77%		
Mile End	SA	Dec-18	102	7.25%	100%	3.4	33	34	71	88%	LFR	✓
TOTAL SA			102	7.25%	100%	3.4	33	34	71	88%		
Midland	WA	Dec-18	63	7.25%	100%	4.3	18	23	43	98%	LFR	✗
TOTAL WA			63	7.25%	100%	4.3	18	23	43	98%		
TOTAL			1,939	6.68%	99%	4.1	584	535	1,194	86%		

1. By GLA as at 31 Dec 2018

2. By gross income as at 31 Dec 2018

3. Metrics as at 31 Dec 2018

4. Further development of certain centres may be subject to contractual and regulatory approvals including planning approvals from relevant local government authorities

5. Centres held for development

DIVERSIFIED PORTFOLIO WITH EAST COAST/METRO FOCUS¹

74%

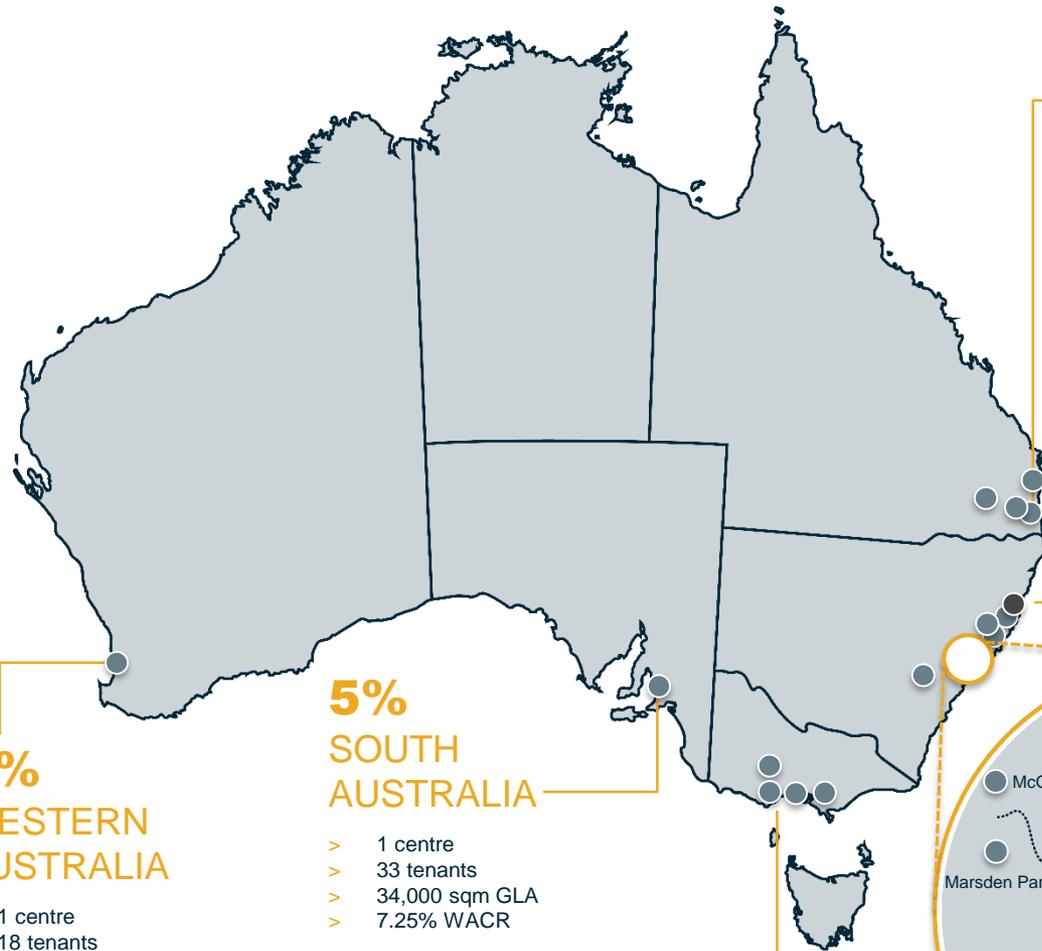
Metro by value²

\$2.1b

Assets under management³

43%

Catchment coverage of Sydney⁴



18%
QUEENSLAND

- > 4 centres
- > 126 tenants
- > 93,000 sqm GLA
- > 7.00% WACR

58%
NEW SOUTH WALES

- > 10 centres
- > 298 tenants
- > 253,000 sqm GLA
- > 6.32% WACR

3%
WESTERN AUSTRALIA

- > 1 centre
- > 18 tenants
- > 23,000 sqm GLA
- > 7.25% WACR

5%
SOUTH AUSTRALIA

- > 1 centre
- > 33 tenants
- > 34,000 sqm GLA
- > 7.25% WACR

16%
VICTORIA

- > 4 centres
- > 109 tenants
- > 131,000 sqm GLA
- > 7.32% WACR



- Aventus centres
- Externally owned

1. All metrics exclude externally owned centres unless otherwise stated. Percentages by value
 2. Carrying value derived from independent and internal valuations
 3. Includes externally owned centres that are managed by Aventus
 4. Source: Deep End, multi-tenanted centres larger 10,000 sqm. Excluding the former Masters Home Improvement tenancies

DIVERSITY OF INCOME¹

TOP 15 TENANTS

RANK	BRANDS	NUMBER OF TENANCIES	% OF INCOME ²	PARENT COMPANY	RANK	BRANDS	NUMBER OF TENANCIES	% OF INCOME ²	PARENT COMPANY
1		4	4%	Wesfarmers Limited	9		9	2%	Quadrant Private Equity
2		7	4%	Greenlit Brands Pty Limited	10		9	2%	Greenlit Brands Pty Limited
3		9	4%	JB Hi-Fi Limited	11		7	2%	Wesfarmers Limited
4		5	3%	Harvey Norman Holdings Limited	12		11	2%	Adairs Retail Group
5		9	3%	JB Hi-Fi Limited	13		5	2%	Spotlight Group Holdings Pty Limited
6		14	2%	Beacon Lighting Group Limited	14		8	2%	Super Retail Group Limited
7		5	2%	Nick Scali Limited	15		5	2%	Greenlit Brands Pty Limited
8		9	2%	Forty Winks	TOTAL		116	38%	

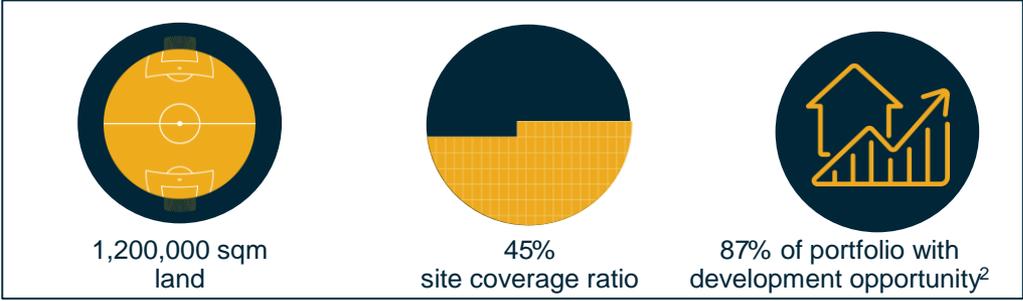
1. All metrics as at 31 Dec 2018

2. By gross income as at 31 Dec 2018 excluding rental guarantees

FUTURE POTENTIAL UPSIDE¹



Unlock Land Bank



Additional Income Opportunities



Intensify Land Use



1. All metrics as at 30 Jun 2018
 2. By site area
 3. By GLA attributable to zoning alternative to Large Format Retail

EVOLUTION OF THE LFR SECTOR

LFR sector in Australia has grown in scale, quality and mix of tenants



LFR centres were traditionally

- > Retail warehouses where a range of retailers sell items of a bulky nature that require a large area for handling, display or storage:
 - > Furniture
 - > Electrical
 - > Bedding
 - > Hardware
 - > Other household items
- > Independent family operated tenants
- > Smaller centres with basic design (industrial single level buildings)
- > Mainly weekend visitation for discretionary products

The sector has now evolved

- > In addition to previous tenants, LFR centres often include a broader offering of tenants and uses including:
 - > Fitness centres, sports, wellbeing and leisure
 - > Baby, pet, auto and office supplies
 - > Medical services
 - > Big box pharmacies
 - > Supermarkets
 - > Cafes and restaurants
- > These new tenants can lead to increased frequency of foot traffic at centres, day to day visitation and dwell time
- > Many centres are now larger, multi-level and with more ASX listed, national or international tenants

Key drivers include

- > Demand for household goods is linked to factors such as:
 - > Population and employment growth
 - > Turnover of existing dwellings
 - > Development of new residential property
 - > Renovation activity
 - > Interest rates, availability of credit and consumer confidence
- > Low historical and forecast supply of LFR centres

PORTFOLIO IMAGES

New South Wales



BANKSTOWN



BELROSE



CARINGBAH



CASTLE HILL



HIGHLANDS



KOTARA



MARSDEN PARK



MCGRATHS HILL



TUGGERAH



WARNERS BAY

- > \$1.1bn across 10 centres in NSW
- > High profile main road locations

PORTFOLIO IMAGES

Victoria



BALLARAT



CRANBOURNE



EPPING



PENINSULA

Queensland



JINDALEE



LOGAN



MACGREGOR



SUNSHINE COAST

South Australia



MILE END



MIDLAND

Western Australia

- > 1,200,000 sqm total land area across the portfolio
- > 74% metro locations by value

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